

2024/25

Buyers' Guide

Discover the most
innovative companies in
the UK petcare sector



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Zoomark 2023

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International trade association for UK petcare product & service suppliers

- Helping British petcare suppliers to export
- Connecting international buyers with British suppliers
- Promoting UK pet product sector
- Representing industry to government for export support



Internationaler Handelsverband für GB-Anbieter von Produkten und Dienstleistungen rund um den Haustiersektor

- Besserer Export für britische Anbieter von Haustierprodukten
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- Exportunterstützung durch Vertretung der Industrie gegenüber der Regierung



Association professionnelle internationale pour les fournisseurs britanniques de produits et services pour animaux de compagnie

- Aider les fournisseurs britanniques de produits pour animaux de compagnie à exporter
- Mettre en relation les acheteurs internationaux et les fournisseurs britanniques
- Promouvoir le secteur britannique des produits pour animaux domestiques
- Représenter le secteur auprès du gouvernement pour obtenir une aide à l'exportation



Associazione internazionale di categoria per i fornitori britannici di prodotti e servizi per la cura degli animali domestici

- Aiuta i fornitori britannici nell'export di prodotti per la cura degli animali domestici
- Favorisce il contatto tra fornitori e buyer a livello mondiale
- Promuove i prodotti britannici del settore degli animali domestici
- Rappresenta il settore per ottenere aiuti governativi per l'export



Welcome to the PetQuip Buyers' Guide which contains information about thousands of British petcare products which are manufactured and supplied by our member companies.

The products available from our members demonstrate the design creativity and product innovation which make the British pet industry a world leader.

PetQuip is a division of the Federation of Garden & Leisure Manufacturers, the UK's trade association for the garden and leisure industry. For over 60 years, the association has worked to achieve substantial new business for suppliers and buyers.

PetQuip represents the most progressive pet equipment manufacturers, suppliers and distributors. Membership of the association is recognised as a mark of excellence, competence, service and product quality by UK and international buyers.

We help develop new sales opportunities for our members by providing a vast range of advice, information and direct contact with buyers of pet products.

PetQuip hosts groups of UK companies at key fairs worldwide, offering turnkey exhibiting packages as well as Meet the Buyer events, export advice and signposting, market updates and reports, plus sales leads, business support services and a technical export helpline. These services offer practical and tangible benefits that will give our members the ability to develop and expand their businesses successfully, both in the UK and internationally.

Our industry information stands at international events publicise the products of all member firms to buyers and valuable sales leads are gathered from buyers visiting our stands.

We help international retailers and distributors to source innovative products from the UK market, drawing on our heritage of pet ownership and huge variety of suppliers, from brand names to entrepreneurial start-ups.

This Buyers' Guide gives an introduction to the vibrant, innovative UK pet product sector. Information is key to success and we are here to help the pet industry in whatever way we can, whether you are a buyer, supplier or a manufacturer, please do not hesitate to contact us.

Amanda Sizer Barrett MBE
 Director General,
 PetQuip:
 a division of
 the Federation
 of Garden & Leisure
 Manufacturers



Promoting members and supporting buyers around the world



UK pavilions and member support stands at Interzoo, Zoomark, SUPERZOO and Pet Fair South East Asia.



Support at key UK events - PATS New Starter Zone and Business Lounge, Glee International Buyers' Centre with facilitated meetings for suppliers and international buyers.



Free buyer product sourcing service to help retailers and distributors to find innovative products and services.

Recognising excellence...



...celebrating innovation

The annual PetQuip Awards recognise and reward excellence and innovation in the petcare sector, with awards which include categories for product, marketing, retailers, suppliers, sustainability and individual achievement.



accolade that winning an award can bring, but also as a lively, celebratory party for everyone involved in this buoyant and innovative sector.

“Many of the firms who have won awards previously have reported back to us on the value of winning, which shines a spotlight on the company, enhancing their profile and potentially boosting sales,” said organiser Susan Fairley.

These prestigious awards are presented alongside PATS, the pet and aquatic trade show at Telford International Centre.

The PetQuip Awards evening is a well-established date in the UK pet industry’s calendar, not only because of the exceptional

The presentation evening is a chance for networking, celebrating and congratulating success, for everyone in the sector. For more information please visit petquip.com



What it means to win a PetQuip Award



"I'm overwhelmed. It's such an honour to receive this accolade from PetQuip."
John Burns, Burns Pet Nutrition, Lifetime Achievement Award 2023



Arlene Millar, of **Henry & Co, Business Service of the Year winner**, said: "We are thrilled and incredibly proud to have achieved the prestigious Gold Award. Being recognised within the pet industry is a true honour, and we greatly appreciate the outstanding support from PetQuip. Bringing these accolades back to Scotland is truly delightful."



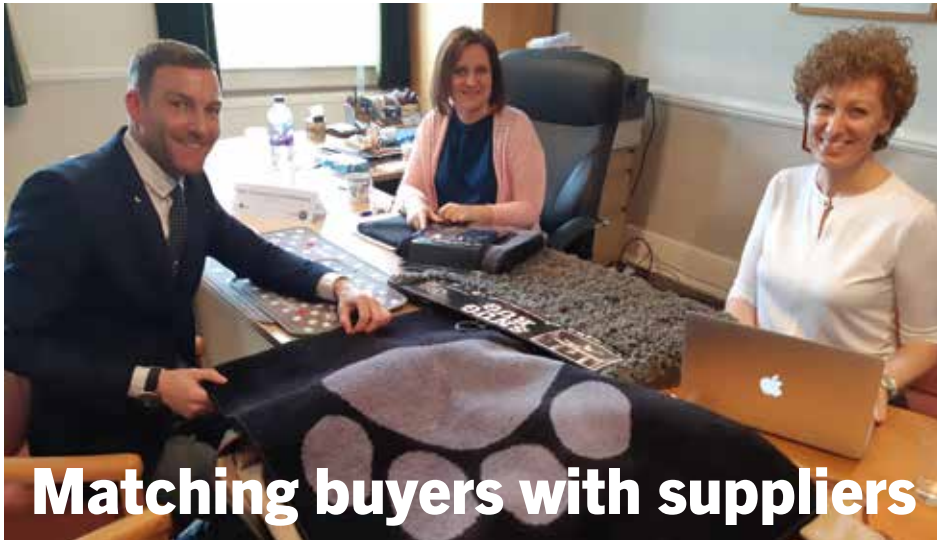
Mutneys Professional Pet Care, winner of The Theresa Swann Exporter of the Year Award, said: "We're extremely grateful to be recognised for our international growth and market expansion. We are very proud to have been exporting our pet grooming products worldwide since 1995."

"This award means the world. We are a small local business focusing on being the best that we can be. To have our store recognised by PetQuip is just a dream come true."
UK Retailer of the Year winner Jo Sutton, who owns Discount Feeds with husband Rob.



We.Pet was joint winner of the Supplier of the Year with Pedigree Wholesale. Dan Vander, of We.Pet, commented: "We were really surprised and delighted. We are still a fairly new kid on the block so we were very flattered. It's something to shout about and will hopefully give us increased recognition in the trade. Everyone likes a bit of kudos!"

Meet the Buyer exclusive events



Matching buyers with suppliers

The promotion of trade between buyers and suppliers, both internationally and in the UK, is a prime objective for PetQuip.

We target key distributors and wholesalers, pet retail chains and independents, mail order and internet retailers to meet with UK suppliers in a relaxed environment.

Meet the Buyer days are very focused, with the buyers getting to see 10-15 UK suppliers on one day, with 25 minute meetings, which allow for a good introduction to the company and their range.

For UK suppliers, the day is a rare opportunity to meet key buyers and to start to build a rapport, presenting samples and making the case for stocking their products.

The suppliers taking part receive buyer profiles prior to the meeting date and can apply to attend. Many buyers will specify their areas of interest at the outset, which sets a clear brief for the supplier.

Buyers receive details of the suppliers applying for meetings and have the opportunity

to review their company and product offer, enabling them to decide if a meeting is worthwhile. Both buyer and seller then know something about each other, including whether the supplier contact is relevant to the buyer. This is especially important if the buyer is from overseas, as not all contacts are able to discuss exports in detail.

In the face to face events, buyers are flown to the UK for scheduled meetings. We also give them the opportunity to visit UK pet stores the day before they meet suppliers, which often identifies more suppliers with new products which are of interest.

We are planning to extend our programme of Meet the Buyer sessions to include both in-person and virtual meetings (where buyers and suppliers have on online meetings).

▶ **If you are a supplier wishing to take part in Meet the Buyer days, please contact Katie-Mai Sage katie@petquip.com**

▶ **If you are a buyer and would like to take part, please contact Eleanor Wigram eleanor@petquip.com**



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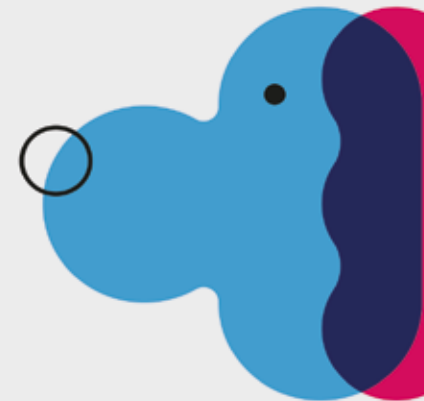
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PATS 2024
Pet & Aquatics Trade Show
 Telford International Centre
 29th September - 1st October 2024

PATS 2024 to be staged over three days

The organisers of PATS – the Pet & Aquatics Trade Show – will stage a THREE-DAY exhibition in 2024 to take place at the Telford International Centre.

The national and international event, to be staged on Sunday 29th September to Tuesday 1st October 2024, will become an all-encompassing show, with over 300 exhibitors, replacing the two PATS exhibitions – Sandown and Telford, both of which were two-day events.

The 2024 exhibition will take over the entire Telford International Centre, giving the organisers the opportunity to accommodate even more exhibitors. It will also enable suppliers and manufacturers the opportunity to showcase new products over a longer period, and to a larger audience.

This year PATS has introduced a focused Aquatics Zone, a dedicated area for aquatics and watergardening exhibitors.

The new three-day show will retain all its popular features:

- New Product Showcase and Awards
- New Starter Zone, supported by PetQuip
- Grooming workshop
- Deals and discounts
- Networking opportunities

PATS is working closely with PetQuip to encourage increasing numbers of international buyers to the 2024 show.

DATE FOR THE DIARY
PATS 2024: Sunday 29th September to Tuesday 1st October 2024
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PATS 2024

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 Peregrine
 Waterlife

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 Peregrine

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 NT Laboratories
 Peregrine

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 Central Interpet

Lighting
 Central Interpet

Bird

Accessories
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 Gardman
 James & Steel
 Peckish
 Peregrine
 Red Gorilla

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Bird tables
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 Gardman
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Peckish
 Petface Pet Products
 Westland

Wild bird food
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 Bucktons
 Gardman
 Mr Johnson's
 Peckish
 Peregrine
 Petface Pet Products
 Westland

Cat

Accessories
 Ancol Pet Products
 Bow Wow Meow
 Compana
 Henry Wag
 Central Interpet
 James & Steel
 Pet's Choice
 Petface Pet Products
 Protectapet
 Red Gorilla
 Simply2
 Scruffs
 Zoon

Beds
 Ancol Pet Products
 Bronte Glen
 Central Interpet
 James & Steel
 Petface
 Red Gorilla
 Scruffs
 Simply2
 Zoon

Continued on page 28

Carriers

Ancol Pet Products
Scruffs
Simply2

Cat doors/flaps

Sure Petcare

Collars

Ancol Pet Products
James & Steel
Pet's Choice
Petface Pet Products
Scruffs
Simply2
Zoon

Food

Bamfords
Buitelaar
Burns
Burgess Pet Care
Canagan
Cranswick
Eden Holistic
Fish4Pets
Inspired Pet Nutrition
Lily's Kitchen
McAdams
Nutriment
Pet's Choice
Symply
Whitebridge
Yora

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Pet Rebellion
Scruffs
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Food supplements/Drinks

Frozzy's
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Zest & Pep

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McAdams
Pet's Choice
Snif-Snax
Whitebridge

Dog

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Compana
Interpet
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Our Dogs Life
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Petface Pet Products
Pet Rebellion
Red Gorilla
Scruffs
Simply2
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Barklogic UK
Eden Holistic
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Mark & Chappell
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Scruffs
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Burns

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Scruffs
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Eden Holistic
Frozzy's
Group 55
Mark & Chappell
Pawer Water
Zest & Pep

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Hownd
Pawdaw

Gifts

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Grooming

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Barklogic UK
Buddycare
Compana
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Hownd
Central Interpet
James & Steel
Our Dogs Life
Pawdaw
Scruffs
Simply2
Zoon

Healthcare/Drinks

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Burgess Pet Care
Compana
Our Dogs Life
Pet Rebellion
Scruffs
Group 55
Henry Wag
Pawer Water
The Barking Bakery
Zest & Pep

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Ancol Pet Products
Petsafe

Hygiene

Buddycare
Compana
Group 55
Central Interpet
Our Dogs Life
Pet Rebellion
Simply2
Vetbed

Continued on page 30

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Leads and harnesses

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Pet's Choice
Petface Pet Products
Simply2
Zoon

Microchipping

Micro-Id

Muzzles

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Pet's Choice
Pet's Up
Simply2
Snif-Snax
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Waterlife

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Waterlife

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Waterlife

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Peregrine
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Central Interpet
Westland

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Central Interpet

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